

Message Text

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PAGE 01 STATE 002430
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STATE/NEA/RA/DMORRISON

COM/BED/CAGNE/RRUAN (INFO)

NEA/ARP-JZIOLEKOWSKI

-----082196 060819Z /13

R 052056Z JAN 78

FM SECSTATE WASHDC

TO AMCONSUL DHAHRAN

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY SANA

USLO RIYADH

UNCLAS STATE 002430

E.O. 11652: N/A

TAGS: BEXP, XF

SUBJECT: PROPOSED WATER RESOURCES TRADE MISSION JUNE 1978

1. BASED ON SANA AND JIDDA RESPONSES TO PROPOSED SUBSTITUTION OF WATER RESOURCES THEME FOR HOME APPLIANCES, COMMERCE THINKING IS TO TENTATIVELY HOLD WATER RESOURCES TRADE MISSION FIRST TWO WEEKS OF JUNE 1978. SCHEDULE WOULD BE FOR MISSION OF NO MORE THAN TEN BUSINESSMEN PLUS MISSION DIRECTOR TO ARRIVE DHAHRAN FRIDAY, JUNE 2. MISSION WOULD SPEND JUNE 3-5 IN DHAHRAN WITH EVENING DEPARTURE FOR RIYADH ON THE 5TH. MEETINGS IN RIYADH WOULD RUN THROUGH AFTERNOON OF JUNE 8 WITH PM DEPARTURE FOR JIDDA. MISSION UNCLASSIFIED

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WOULD DEPART JIDDA FOR SANA PM JUNE 12. SANA SCHEDULE WOULD RUN FROM 13TH THROUGH PM JUNE 15, WITH MISSION MEMBERS DEPARTURES SET FOR FRIDAY, JUNE 16. THOSE MISSION MEMBERS INTERESTED IN EXPLORING KUWAIT MARKET WOULD BE ENCOURAGED TO STOP IN KUWAIT ON THEIR OWN AS PRIVATE BUSINESS TRAVELERS FOLLOWING SANA PORTION OF VISIT PER OFFER IN KUWAIT 6348. MISSION DIRECTOR WOULD NOT

ACCOMPANY.

2. REQUEST JIDDA, DHAHRAN, RIYADH, SANA, AND KUWAIT
CONCURRENCE WITH FOREGOING DATES. ALSO REQUEST APPROPRIATE

UPDATE FROM SAUDI POSTS ON PRODUCT SUGGESTIONS AND MAJOR
PROJECT OPPORTUNITIES AS FOLLOWUP TO DATA PREPARED FOR
JANUARY 1977 WATER RESOURCES TRADE MISSION. SANA SHOULD
PREPARE SIMILAR PACKAGE COVERING WATER RESOURCE RELATED
BUSINESS OPPORTUNITIES. ALL DATA WILL BE INCORPORATED
INTO MARKET DATA PACKAGE FOR POTENTIAL MISSION MEMBERS.
BASED ON INDUSTRY INTEREST SHOWN IN 1977 WATER RESOURCES
MISSION AND THE OUTSTANDING SALES RESULTS ACHIEVED BY THAT
MISSION, WE ANTICIPATE RAPID FILLING OF TEN SLOTS. WOULD
APPRECIATE POSTS PROVIDING MARKET DATA NO LATER THAN COB
JANUARY 23.

3. FOR SANA. CAGNE HAS REVIEWED POSSIBILITY OF JUNE 1978
TRADE MISSION WITH YEMEN EMBASSY COUNSELOR IBRAHIM ALKIBSI,
WHO WE UNDERSTAND IS IN PROCESS RETURNING SANA TO ASSUME
POSITION OF EXECUTIVE SECRETARY TO THE MINISTER OF FOREIGN
AFFAIRS. ALKIBSI WAS HIGHLY ENTHUSIASTIC REGARDING MISS-
ION VISIT, AND MAY PROVE USEFUL CONTACT IN DEVELOPING
PROGRAM. CHRISTOPHER

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